CARL E. LANDRUM
Senior Executive Service
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Senior Executive experience in both government and industry with a 30+ year career in domestic and international collaboration and strategic planning on national security and law enforcement matters with a focus on technology initiatives. Managed a $438m organization with 2,185 personnel. Uniquely experienced in operationalizing risk assessments and policies within corporate entities and governmental interagency task forces. Leverages technology for early identification of emerging trends to create innovative programs and change management.

Known for developing partnerships with domestic and international governments, law enforcement, and the private sector to mitigate national security and criminal threats through evaluation of security vulnerabilities and legal processes. Distinct ability to employ diplomacy in cross-governmental situations as demonstrated with local, territorial, tribal, state, and federal levels. Strength in transforming disparate professional cultures into cohesive, high-performing teams.

Top Secret clearance (TS/SCI). Spanish language proficiency. Mental Health advocate.

PROFESSIONAL EXPERIENCE

Dedrone   2023 – current
   Vice President, Civilian Programs & Strategy, *Sterling, VA*
   - Implement Company vision while integrating key program goals, priorities, values, and other factors. Increase brand awareness across all domains of potential growth.
   - Design and implement strategies that maximize Company potential. Foster high ethical standards in meeting the Company's vision, mission, and goals
   - Identify emerging markets to drive revenue growth and reduce dependence on existing markets. Solicit and consider feedback from internal and external stakeholders or clients

Department of Homeland Security (DHS)   1996 – 2023
   Chief Patrol Agent, U.S. Border Patrol, *Laredo, Texas*   2022 – 2023
   - Leads an organization of 2,185 personnel with a $438M budget and $84M in national contracts; ensures collaboration from all Federal partners agencies, to include initiating 435 projects with the U.S. Intelligence Community in 2022 (average is 35 per year)
   - Created and lead a weekly Operations & Intelligence briefing creating knowledge transfer to aligned strategy across Federal, state, and local law enforcement
   - Used public-private partnerships to resolve a largest mass migration event; bringing 19,752 people into USG custody without lives lost or serious injury

DHS Senior Executive Service (SES) Candidate Development Assignment   2017
   McChrystal Group, Chief of Staff, *Alexandria, Virginia*
   - First DHS SES candidate to complete a private sector rotation

- Oversaw >$4.7M in new business, to include creating a new line of business growing revenues by 190%; led a corporate team of 17
- Developed and delivered 32 client presentations using analytical and tactical decision-making skills to Fortune 50 to Fortune 500 C-Suite executives

Department of Homeland Security (DHS), *Yuma, Arizona and Laredo, Texas*   2016 – 2022
  Deputy Chief Patrol Agent, U.S. Border Patrol
- Managed $11.5M budget and $15M in national contracts; established and monitored expenditures, putting controls in place to minimize waste, fraud, and abuse
- Aligned teams with work products, customer service, and reporting

 DHS, Division Chief, Laredo Sector Headquarters, *San Antonio, Texas*   2014 – 2016
  Acting Chief of Staff, Joint Task Force West   2014 – 2015
- Led a team of >1,800 personnel, and worked with U.S. Government partners to create an 88-person Joint Task Force from 18 cross-departmental agencies; negotiated the MOA between the agencies creating a framework for repeatable task forces
- Selected for high profile assignment on the DHS Southern Border Joint Task Force West; led the design and build of a facility that was cost neutral and complete within six-months using a $8.2M construction budget (a cost savings of $17M)

  Patrol Agency in Charge, U.S. Border Patrol *Laredo North/Cotulla, Texas*   2011 – 2014
   Acting Assistant Commander   2012
- Managed a $67M budget; led change management permitting an increase in arrests and a reduction in length of operations, to include the fastest Racketeer Influenced and Corrupt Organization (RICO) Act case in U.S. history
- Yielded a 4,000% increase in large scale scanning capacity by changing the non-intrusive inspection (NII) process, which required approval from U.S. Congress and State of Texas

Additional Professional Experience
DHS Assistant Chief/Acting Associate Chief, *Washington, DC (2007-2011)* **DHS, Supervisory Course Developer & Instructor,** *Artesia, NM (2005–2007);* **DHS, Federal Air Marshal Service, Special Agent,** *NYC, NY (2003–2005);* **DHS, Supervisory Agent**, *Imperial Beach, CA;* **DHS, Border Patrol Agent,** *San Diego, CA;* **State Police Officer / Canine Handler,** Narcotics Interdiction, *Victoria, TX (1991–1996)*

EDUCATION & Professional Development
- Key Leadership Certificate Program, American University, 2017
- M.S., Strategic Studies, U.S. Army War College, Advanced Strategic Art Program, 2010
- B.S., Information Systems, University of Phoenix, Honors Graduate, 2000
- TECLOSE Peace Officer Certificate, Valedictorian, 1991

MEMBERSHIPS / AWARDS
- DHS Secretary's Award (x2)
- Special Act Award – Agent of the Month (x3)
- Letter of Commendation, Chief Patrol Agent (x2)
- Commissioner's Excellence in Task Force & Investigations Award
- Additional DHS Awards (x22)

PUBLICATIONS
Formation of the South Texas Campaign – A Path Forward; *government publication,* 2013.
Cartels at War (Ghost Writer with Dr. Paul R. Kan); Potomac Books, 2012.
Balancing Life & the Mission: Compressed Scheduling in Law Enforcement; USAWC, 2010.